

Message Text

UNCLASSIFIED

PAGE 01 VIENNA 07368 071004Z

11

ACTION COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 RSC-01 DRC-01 /014 W

----- 031078

R 070936Z SEP 73

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 9832

UNCLAS VIENNA 7368

FOR COMMERCE

EO 11652: NA

TAGS: BEXP, AU

SUBJECT: TRADE MISSION TO NATIONALIZED INDUSTRIES

REF: A. VIENNA 6712; B. VIENNA 7288; C. CLARK LETTER OF 8/17

SUMMARY. AUSTRIA'S LARGEST FIRM INFORMS EMBASSY OF INTEREST IN PROPOSED SUBJECT TRADE MISSION AND SUGGESTS SEVERAL FIRMS AS PARTICIPANTS. END SUMMARY

1. GENERAL DIRECTOR KOLLER OF VOEST-ALPINE AG (VEREINIGTE OESTERREICHISCHE EISEN-UND-STAHLWERKE - ALPINE MONTAN AG) HAS RESPONDED TO AMBASSADOR'S LETTER OF APRIL 30 REGARDING SUBJECT TRADE MISSION. TRANSLATION OF PERTINENT PARTS KOLLER LETTER QUOTED IN PARA 2 BELOW.

2. QUOTE DELAY (IN REPLY) CAUSED BY DETAILED EXAMINATION OUR REQUIREMENTS TO BRING ENTIRE NEEDS TO YOUR ATTENTION. FOLLOWING PRODUCTS OF SPECIAL INTEREST TO US: MACHINE TOOLS (ESPECIALLY LATEST DEVELOPMENTS IN THIS SECTION); PIPE DRAWING EQUIPMENT; COLD FORMING MACHINERY FOR THE PRODUCTION OF ROUND PIPES AND SHAPED PIPES FROM HOOP-STEEL; TOOLS; TRANSPORT EQUIPMENT; AND REVERSIBLE DIGITALIZERS. IN SOME AREAS WE INTERESTED POSSIBILITIES LICENSING AGREEMENTS FOR MANUFACTURE. FOR PREPARATION OF APPROACHING TALKS WE WOULD APPRECIATE BROCHURES AND PRICE LISTS. FOR PRODUCTS MENTIONED PLEASE NOMINATE BUSINESS PARTNERS (FIRMS) CONSIDERED SUITABLE. IN FIELD COMPONENTS FOR NUCLEAR PLANTS WE CONTACTED FOLLOWING:

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 VIENNA 07368 071004Z

BABCOCK & WILCOX CO.
BARBERTON, OHIO 44203

WESTINGHOUSE ELECTRIC CORPORATION
P.O. BOX 791 PENSACOLA, FLA. 32502

WESTINGHOUSE ELECTRIC CORPORATION
P.O. BOX 355 PITTSBURGH, PENN. 15230

COMBUSTION ENGINEERING INC.
WINDSOR, CONN. 06095

COMBUSTION ENGINEERING INC.
911 W. MAIN STREET
CHATTANOOGA, TENN. 37402

KAISER ENGINEERS
KAISER CENTER
300 LAKESIDE DRIVE
OAKLAND, CALIF. 94604

WE SUGGEST REPRESENTATIVES THESE COMPANIES BE INCLUDED IN DELEGATION. AS SOON AS TRADE MISSION IN VIENNA, WE WILL ARRANGE MEETINGS LEADING EXPERTS AND AS DESIRED ARRANGE FOR PLANT VISITS. HOPE INTENDED CONTACTS WILL YIELD POSITIVE RESULTS FOR OUR COUNTRIES. END QUOTE

3. REGARDING KOLLER'S REQUEST FOR PRICE LISTS AND BROCHURES
WE ASSUME HE WISHES SUCH MATERIALS ONLY FROM MISSION PARTICIPANTS.

4. IN RECRUITING PARTICIPANTS IT MAY BE WORTHWHILE TO POINT OUT TO THEM THAT THENATIONALIZED INDUSTRIES WOULD NOT ONLY BE INTERESTED IN BUYING MACHINERY AND EQUIPMENT FOR THEIR OWN USE BUT ALSO FOR TURNKEY PROJECTS OF THEIR ENGINEERING DEPARTMENTS IN THIRD COUNTRIES. WE HAVE INDICATION THESE ENGINEERING DEPARTMENTS WISH TO SHIFT TO AMERICAN SOURCES BECAUSE OF DOLLAR DEVALUATION.

5. ACTION REQUESTED: PLEASE RELAY CONTENT OF KOLLER LETTER TO ABOVE-LISTED FIRMS AND INFORM EMBASSY OF THEIR INTEREST IN MISSION PARTICIPATION. HUMES
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 VIENNA 07368 071004Z

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 SEP 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973VIENNA07368
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: VIENNA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730947/aaaabipi.tel
Line Count: 107
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A. VIENNA 6712; B. VIENNA 7288; C. C, LARK LETTER OF 8/17
Review Action: RELEASED, APPROVED
Review Authority: kellerpr
Review Comment: n/a
Review Content Flags:
Review Date: 27 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27-Dec-2001 by maustmc>; APPROVED <11 FEB 2002 by kellerpr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE MISSION TO NATIONALIZED INDUSTRIES
TAGS: BEXP, AU
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005